

# UNIVERSITY OF CALIFORNIA

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SANTA BARBARA • SANTA CRUZ

SENIOR VICE PRESIDENT-  
BUSINESS AND FINANCE

OFFICE OF THE PRESIDENT  
1111 Franklin Street, 12th Floor  
Oakland, California 94607-5200

May 7, 2003

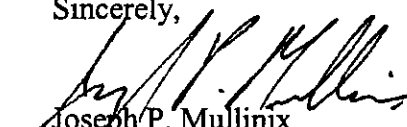
Dear Equipment Manufacturer:

The University of California is embarking on a major new commitment to upgrade the efficiency of its laboratories, as part of a program of reducing the impact of the University's growth on fossil fuel use and greenhouse gas emissions. A key factor in improving the energy-efficiency of our laboratories and clinical facilities is procurement of high-efficiency refrigerators and freezers.

The University of California, with its ten campuses, three national laboratories, five medical centers, numerous outpatient clinical facilities, and hundreds of field stations and standalone laboratories, represents a major procurer of laboratory-grade and medical-grade refrigerators and freezers. I am writing to inform you of our intent to procure products that sharply outperform existing refrigeration efficiencies and to urge you to develop a line of products equivalent to the DOE "Energy Star" high-efficiency products that have doubled the efficiency of consumer-grade refrigerators and freezers over the past decade. Let me emphasize that we are hoping for performance gains in the range of 30-50 percent. We will aggressively move our procurements in the direction of such products as soon as we find manufacturers that share our commitment and who move forward with "Energy Star" or equivalent product offerings.

Improved refrigeration efficiency represents a major opportunity for the University since both direct energy used and indirect energy rejected affect our utility costs with substantial environmental consequences. Although I can only speak for the University of California, you may find that other research universities will provide a large, ready market for "Energy Star" laboratory and medical refrigerators and freezers, as the movement to improve the sustainability of university buildings and operations becomes more widespread and institutionalized. As one of our key suppliers, I hope you will respond in a major way.

Sincerely,

  
Joseph P. Mullinix  
Senior Vice President